

**In the Specification:**

On page 1, immediately following the RELATED INFORMATION heading, please replace the first paragraph beginning at line 5 with the text as shown:

This application is related to Application No. 09/708,944; filed 08 November 2000 entitled *Method and Apparatus for Distribution of Fashion and Seasonal Goods* by Inventor Robert Dvorak and related to Application No. \_\_\_\_\_; **09/760,377**, filed 12 January 2001 entitled *Multipurpose Causal Event Calendar For Integrated Management Decision Support* by Inventors Robert Dvorak and Kevin Katari. The two related applications are hereby incorporated by reference.

On page 3, after the paragraph immediately following the BRIEF DESCRIPTION OF THE DRAWING heading, and immediately before the paragraph beginning at line 3, please insert the following new paragraphs:

Figure 2 depicts a coverage cycle and time frame in which goods are delivered to a selling location.

Figure 3 depicts distribution cycles for multiple selling locations.

Figure 4 depicts coverage or distribution cycles for multiple selling locations in a multi-level distribution system.

On page 3, beginning at line 3, please replace the paragraph with the text as shown:

Figures ~~30-34~~ **5-9** depict tables for storing presentation quantities.

On page 7, beginning at line 4, please replace the paragraph with the text as shown:

There are a number of ways of associating presentation quantities with a good at a selling location. One of the simplest from a data perspective is to create a data table, see ~~figure 30~~, Figure 5, from inputs that has the item identifier 3405 and the location identifier 3425 related to the presentation quantity 3408 with an accompanying start date 3402 and end date 3403. However, while this satisfies all the data requirements it may not be the easiest approach for the user.

On page 7, beginning at line 10, please replace the paragraph with the text as shown:

A potential improvement on entering the information would be to organize the data entry by date range periods with an identifier. This will require entry of the date ranges but then will streamline the data entry for each item and location combination, ~~figure 31~~. Figure 6. So as shown in ~~figure 31~~ Figure 6, while you will still enter in some manner the item identifier 3405 and location identifier 3425, which may be drop down menu or some way of entering more than one item and location identifier at once, you will then enter the presentation quantities 3408 into date ranges.

On page 7, beginning at line 17, please replace the paragraph with the text as shown:

Further improvements may involve adding fixtures that are then populated with items and then attributing the fixtures to the selling locations. How that might work is exemplified in ~~figure 32~~. Figure 7. The presentation quantities 3408 can be populated for date range indicators 3406 with an item identifier 3405 and fixture identifier 3420. The fixtures identifiers 2420 are then attributed to the location identifiers 3425 in one of a number of manners like that done in 3450 or 3451. By doing all of this you end up getting item and location time specified fixturing. Further improvements to this may

include having the information entered in by fixture like in 3409a, 3409b, 3409c and 3409d in ~~figure 33.~~ **Figure 8.** Here the presentation quantities 3408 can be populated for date range indicators 3406 with an item identifier 3405 for a fixture 3420. Again the fixture to location attributing can be done in multiple manners such as 3450 and 3451 in ~~figure 33.~~ **Figure 8.**

On page 7, beginning at line 29, and continuing onto page 8, please replace the paragraph with the text as shown:

Further improvements exemplified in ~~figure 34~~ may involve adding setup identifiers that are then populated with presentation quantities 3408 can be populated for date range indicators 3406 with an item identifier 3405 for a setup indicator 3440. Here there would be multiple setups like 3410a, 3410b, 3410c and 3410d. The setup indicators would then be attributed to fixtures like in ~~figure 34~~ **Figure 9** in 3470 or 3471 where the setup indicators 3401 and fixture identifiers 3420 are attributed. Then the fixture indicators 3420 are attributed to the location indicators 3425 in one mode like in 3480 or 3481.

On page 10, beginning at line 21, please replace the paragraph with the text as shown:

A distribution activity uses one or more of the presentation quantities in **Figure 40 Figure 2** during the time frame within the distribution coverage cycle 1001 and more likely during the timeframe of when this delivery arrives at the selling location and is ready for sale through to when the next delivery arrives at the selling location and is ready for sales 1005.

On page 10, beginning at line 26, please replace the paragraph with the text as shown:

In a simple order activity you would use a presentation quantity or quantities during the specific coverage cycle that includes the selling location. In ~~figure 11~~ Figure 3, that would be during the distribution cycles 1001a, 1001b and 1001c. And more likely you would use a presentation quantity or quantities during the timeframe of when the deliveries supported by the order arrives at the selling location and is ready for sale through to when the next delivery arrives at the selling location and is ready for sales, which would be the equivalent of ~~figure 10~~ Figure 2 1005 for each of the distribution cycles, 1001a, 1001b and 1001c in ~~Figure 11~~. Figure 3. In a more sophisticated version of ordering you might step day by day through the end of the total allocation cycle 1110 using the presentation quantities for every day at the selling locations and therefore affecting what would be sent to those locations on a daily basis. The reason you would do this is that if there are large presentation quantities in early days that require sending quantities to particular locations, then you would want to factor these impacts into where the inventory is located and how much is needed. Frequently you run into situations where large presentation quantities that are used during promotions, for display purposes, end up leaving selling locations overstocked. Unless these situations are factored in then you will understate the required orders to then support the locations that are not left overstocked.

On page 11, beginning at line 11, please replace the paragraph with the text as shown:

In an allocation activity you would use a presentation quantity or quantities during the specific coverage cycle that includes the selling location. In ~~figure 11~~ Figure 3, that would be during 1001 for each of the stores supported by the allocation. And more likely you would use a presentation quantity or quantities during the timeframe of when the deliveries supported by the allocation arrives at the selling location and is ready for sale through to when the next delivery arrives at the selling location and is ready for

sales, which would be the equivalent of ~~figure 10~~ Figure 2 1005 for each of the distribution cycles, represented by the single cycle 1001 in ~~Figure 12.~~ Figure 4. In a more sophisticated version of allocation you might step day by day through the end of the total allocation cycle 1220 using the presentation quantities for every day at the selling locations and therefore affecting what would be sent to those locations on a daily basis like we described above for ordering.